ELSEVIER

Journal of Economic Psychology 18 (1997) 719–721

JOURNAL OF Economic Psychology

Author index of volume 18

Allsopp, V., Book review 139
Anderson, M.A., and A.H. Goldsmith, Mr. Keynes' theory of investment: Do forward looking expectations and weight really matter? 547
Ansic, D., *see* Powell, M. 605
Antonides, G., *see* Stroeker, N.E. 341

Bailey, J.R., Need for cognition and response mode in the active construction of an information domain 69
Bloemer., J, *see* de Ruyter, K. 387
Brandstätter, H., Becoming an entrepreneur – a question of personality structure? 157

Cameron, S., The economics of preference change: The case of arts therapy 453
Cullis., J.G. and A. Lewis, Why people pay taxes: From a conventional economic model to a model of social convention 305

Davidsson, P. and J. Wiklund, Values, beliefs and regional variations in new firm formation rates 179
de Ruyter K., J. Bloemer and P. Peeters, Merging service quality and service satisfaction – An empirical test of an integrative model 387
Drakopoulos, S.A., and I. Theodossiou, Job satisfaction and target earnings 693

Elffers, H. and D.J. Hessing, Influencing the prospects of tax evasion 289

Foxall, G.R., The emotional texture of consumer environments: A systematic approach to atmospherics 505
Frank, B., On Samuel Cameron's 'The economics of preference change: The case of arts therapy' 465
Furnham, A., *see* Lewis, A. 713
Furnham, A., The relationship between work and economic values 1

Gärling, T., *see* Kristensen, H. 487
Goldsmith, A.H., *see* Anderson, M.A. 547

0167-4870/97/$17.00 Published by Elsevier Science B.V.

Gunnarsson, J. and R. Wahlund, Household financial strategies in Sweden: An exploratory study 201
Güth, W., J.P. Krahnen and C. Rieck, Financial markets with asymmetric information: A pilot study focussing on insider advantages 235
Güth, W., P. Ockenfels and M. Wendel, Cooperation based on trust – An experimental investigation 15

Haan, M. "Where are the motives? A problem with evidence in the work of Richard Thaler" 705
Hessing, D.J., *see* Elffers, H. 289
Hoover, E., *see* Lakhani, H. 87
Hornik, J., Erratum to 'Cognitive thoughts mediating compliance in multiple request situations' [Journal of Economic Psychology 9 (1988) 60–79] 137

Jain, A.K., and A. Joy, Money matters: An exploratory study of the socio-cultural context of consumption, saving, and investment patterns 649
Joy, A., *see* Jain, A.K. 649

Krahnen, J.P., C. Rieck and E. Theissen, Inferring risk attitudes from certainty equivalents: Some lessons from an experimental study 469
Krahnen, J.P., *see* Güth, W. 235
Kristensen, H., and T. Gärling, Determinants of buyers' aspiration and reservation price 487

Laaksonen, M., *see* Luomala, H.T. 407
Lakhani, H. and E. Hoover, Child care use, earnings, and retention desires of wives of employees – U.S. Army officers' study 87
Lassarre, D., Psychologie Social et Économie (Social Psychology and Economics) 575
Lea, S.E.G. and P. Webley, Pride in economic psychology 323
Lewis, A., P. Webley and A. Furnham, The New Economic Mind: The social psychology of economic behaviour 713
Lewis, A., *see* Cullis, J.G. 305
Lim., V.K.G. and T.S.H. Teo, Sex, money and financial hardship: An empirical study of attitudes towards money among undergraduates in Singapore 369
Luomala, H.T. and M. Laaksonen, Mood-regulatory self-gifts: Development of a conceptual framework 407

Mackenzie, C., Where are the motives? A problem with evidence in the work of Richard Thaler 123

Notani, A.S. Perceptions of affordability: Their role in predicting purchase intent and purchase 525

Ockenfels, P., *see* Güth, W. 15

Peeters., P, *see* de Ruyter., K. 387
Pingle, M., Submitting to authority: Its effect on decision-making 45
Powell, M., and D. Ansic, Gender differences in risk behaviour in financial decision-making: An experimental analysis 605
Rieck C., *see* Güth, W. 235
Rieck, C., *see* Krahnen, J.P. 469
Robben, H.S.J., *see* Schoormans J.P.L. 271

Schoormans, J.P.L. and H.S.J. Robben, The effect of new package design on product attention, categorization and evaluation 271
Schwartz, B., *see* Seligman, D.A. 579
Seligman, D.A., and B. Schwartz, Domain specificity of fairness judgments in economic transactions 579
Stroeker, N.E. and G. Antonides, The process of reaching an agreement in second-hand markets for consumer durables 341

Teo., T.S.H., *see* Lim., V.K.G. 369
Theissen, E., *see* Krahnen, J.P. 469
Theodossiou, I., *see* Drakopoulos, S.A. 693

van Dijk, E., *see* Zeelenberg, M. 677
van Raaij, W.F., Globalisation of marketing communication? 259
van Raaij, W.F., *see* Ye, G. 629

Wahlund, R., *see* Gunnarsson, J. 201
Wahlund, R., *see* Webley, P. 153
Wakeley, T.M., The output decision of the firm – A behavioural algorithm 111
Webley, P. and R. Wahlund, Perspectives in economic psychology 153
Webley, P., *see* Lea, S.E.G. 323
Webley, P., *see* Lewis, A. 713
Wendel, M., *see* Güth, W. 15
Wiklund, J., *see* Davidsson, P. 179

Yaniv, G., Welfare fraud and welfare stigma 435
Ye, G., and W.F. van Raaij, What inhibits the mere-exposure effect: Recollection or familiarity? 629

Zeelenberg, M., and E. van Dijk, A reverse sunk cost effect in risky decision making: Sometimes we have too much invested to gamble 677